

Message Text

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PAGE 01 ABU DH 03193 290430Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 281110Z NOV 76
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
AMEMBASSY LONDON
INFO SECSTATE WASHDC 5260
AMEMBASSY DOHA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT

UNCLAS ABU DHABI 3193

E.O. 11652: NA
TAGS: BEXP, TC
SUBJ: MAJOR UAE IMPORTER HAVING BOYCOTT
DIFFICULTIES

1. ARCHIE BURNS, LOCAL MANAGER OF GRAY MACKENZIE
(BRITISH FIRM WITH NUMEROUS OFFICES IN GULF, AND A MAJOR
IMPORTER IN THE UAE) HAS RECEIVED FOLLOWING TELEX FROM
HIS LONDON OFFICE VIA GRAY MACKENZIE OFFICE IN BAHRAIN
(INCHEX IS CODE WORD FOR INCHCAPE EXPORT WHICH IS PUR-
CHASING DIVISION OF GRAY MACKENZIE IN LONDON);

QUOTE: REFERENCE U.S. DEPT OF COMMERCE LEGISLATION
REGARDING BOYCOTT MEASURES INCHEX HAVE SENT THE
FOLLOWING INSTRUCTIONS TO ALL U.S. SUPPLIERS IN RE-
SPECT OF OUTSTANDING ORDERS FOR BAHRAIN/MUSCAT/ABU
DHABI/DOHA QUOTE

IN VIEW OF US DEPARTMENT OF COMMERCE INSTRUCTIONS
REGARDING ISRAELI CLAUSE ON INVOICES, DESPATCHES
MUST BE HELD IN ABEYANCE STOP PLEASE DO NOT ACTION
OR SHIP THE UNDERMENTIONED ORDERS UNTIL WE ADVISE
AS WE MAY HAVE TO CANCEL. UNQUOTE.

WILL YOU PLEASE INSTRUCT INCHEX DIRECT IF YOU WISH TO
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PAGE 02 ABU DH 03193 290430Z

GIVE INSTRUCTIONS COUNTER TO THE FOREGOING AND WOULD

PROPOSE YOU DISCUSS SITUATION WITH LOCAL U.S. EMBASSY.
UNQUOTE.

2. EMBASSY OFFICER TOLD BURNS THAT THERE HAS BEEN NO LEGISLATION PROHIBITING U.S. FIRMS FROM DEALING WITH CUSTOMERS IN ARAB WORLD (ALTHOUGH RUMORS ARE CIRCULATING IN ABU-DHABI THAT SUCH LEGISLATION HAS INDEED BEEN PASSED). BURNS SAID THAT HE WOULD PASS THIS INFORMATION TO HIS MANAGEMENT, BUT WE BELIEVE CALL INCHCAPE EXPORT BY LONDON E/C OFFICER WOULD ALSO BE ADVISABLE.

3. GRAY MACKENZIE IMPORTS AND RETAILS OVER HALF OF ALL ALCOHOLIC BEVERAGES CONSUMED IN UAE (MUCH OF WHICH COMES FROM US) AS WELL AS LARGE NUMBERS OF MERCURY OUTBOARD MOTORS, US FIBERGLASS MOTOR BOATS, AND OTHER ITEMS. IT ADDITION, FIRM IS MAJOR FREIGHT FORWARDER AND SHIPPING AGENT. MR. BURNS INFORMS US THAT HIS INTERPRETATION OF QUOTED TELEX IS THAT HE MAY NOT HANDLE ANY US SHIPMENTS WHETHER THEY BE FROM GRAY MACKENZIE'S OWN ACCOUNT OR FOR THE ACCOUNTS OF THEIR SHIPPING CUSTOMERS.

4. ACTION REQUESTED LONDON: PLS CONTACT INCHCAPE EXPORT IN LONDON AND CLARIFY SITUATION REGARDING BOYCOTT. INCHCAPE EXPORT OFFICIALS TO SEE ARE MR. LAWERENCE, MR. BOURNE, AND MR. SALMON. TELEPHONE IS COLCHESTER 0206 44166.

5. ACTION REQUESTED USDOC: PLS CONTACT GRAY MACKENZIE SUPPLIERS AND INFORM THEM THAT GRAY MACKENZIE IS IN PROCESS OF WRITING THEM TO ASK THEIR INTENTIONS IN LIGHT OF RECENT BOYCOTT RELATED LEGISLATION. SUPPLIERS INCLUDE: MERCURY INTERNATIONAL, P.O. BOX 187, FOND DU LAC, WISC; CHESTERTON EXPORT (CHESCO) INC. MIDDLESEX INDUSTRIAL PARK, ROUTE 93, STONEHAM, MASS; MCILHENNY, INC., AVERY ISLAND, LOUISIANA; AND PRODUCERS OF SHILTZ BEER, BUDWEISER BEER,, JIM BEAM, JACK DANIELS, OLD CROW, OLD GRANT DAD, OLD FORESTER, KENTUDKY TAVERN, SMIRNOFF VODKA, AND SOUTHERN COMFORT.
DICKMAN
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PAGE 03 ABU DH 03193 290430Z

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